Automotive News

Detroit, April 20, 1981

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Ford EXP and LN7 draw big; Pontiac T1000 finds buyers

By Kathleen Hamilton and Joseph Bohn

Ford Motor Co.'s new two-seaters, the Ford EXP and Mercury LN7, are pulling a lot of traffic, but some dealers reported lower than expected sales, an AUTOMOTIVE NEWS survey reveals.

They attribute that more to the overall car market, however, than to the cars themselves which are drawing praise from dealers and consumers alike.

Most dealers are ordering heavily for late spring and summer, and they feel they'll sell all the EXPs and LN7s they can get.

Meanwhile, Pontiac dealers are generally short of their new subcompact T1000s and would like to get more cars as well as more factory advertising to support them.

Pontiac dealers going out of their way to promote this car are having good success with it, however.

"Response has been super," said Ron Rane, sales manager for Sachs Lincoln-Mercury, Downey, Calif., about the new LN7.

"It's pulled an awful lot of traffic," added Wayne Whiles, sales manager of O'Connor Lincoln-Mercury, Los Angeles.

"I think it will be a 1965 Mustang-type deal," enthused Stan Wilk, of Star Lincoln-Mercury, Southfield, Mich.

"We've had good traffic on it, but sales have been a little slow," added John Fee, sales manager for Koons Ford, Falls Church, Va., about the EXP.

Like other dealers, he observed the EXP (or LN7, depending on the dealer) "is not setting the world on fire" with its sales. "We've sold five since introduction," he said. "But I think it will catch on."

Similarly, Dan Miller, Avis Ford, Southfield, Mich., observed, "It's not delivering the (sales) numbers I thought it would. But I'm not too concerned. Ford has brought out other new cars, and it takes a while" for them to chalk up buyers.

"With the way the economy is, a lot of people are taking a wait-and-see attitude," Miller said.

• Most Ford and L-M dealers surveyed had delivered half a dozen or fewer of the cars since introduction, though Wilk, of Star L-M, reported orders for 40.

Still, dealers are ordering heavily for late spring and summer.

Koons Ford, for example, ordered 92 EXPs through May and placed a supplementary order for 40 more in May—a total 132 cars for a little over a two-month period.

"So far, we've been told we'll receive 12 of the additional 40," said Koons Sales Manager Fee.

Similarly, Avis Ford expects to receive about 20 to 25 EXPs a month, but would "like to have about 35 or 40 a month," said Miller. And Star Lincoln-Mercury, which expected to get 50 LN7s, "won't get as many as I can sell," said Curt Knapp, general manager.

Dealers were generally delivering the cars with a mid-$8,000 price tag, noting that with base prices of $7,253 for EXP and $7,750 for LN7, they come pretty well equipped.

Although some shoppers wowed on price, it's not being re-

Continued on Page 34, Col. 1

U.S. drops idea of import limits

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — Though it has not and will not for some time to come say so publicly, the Reagan Administration has abandoned the notion of import restraints on Japanese cars as unworkable and a severe drain on the U. S. economy.

According to information pieced together from sources within the Administration's Auto Task Force, the decision was made on the basis of Council of Economic Advisers studies. These indicated an import limit of 1.6 million Japanese vehicles would lead to a loss of over $1 billion per year to the U. S. economy while boosting inflation, as measured by the Consumer Price Index, by as much as 0.4 of a percentage point.

Even restrictions as low as one million units would not result in a net benefit to the U. S., the CEA studies say.

The 1.6-million import level represents a 20-percent reduction from current levels of Japanese imports and is also the number to which Senator John Danforth, the Missouri Republican, would limit Japanese ve-

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Topaz due in '83

Jim Dunne

Ford's answer to X-car

A new line of Ford front-wheel-drive cars, codenamed Topaz, is due to be launched two years from now. Replacements for Ford Fairmont and Mercury Zephyr, the Topaz models will compete against General Motors X-cars. Unofficial photos show a Topaz "mule." Sheet metal may differ a bit on production model. See story Page 2.

breaking news

Mazda to assemble in Iran

HIROSHIMA, Japan.—Toyo Kogyo said it will resume shipping parts to Iran for the assembly of Mazda pickups there. Assembly had been suspended early in 1980 as a result of the U. S. hostage crisis. TK has been assembling trucks in Iran since 1972 and, in 1978, reached a rate of 1,400 a month. It is shipping 600 kits this month to resume assembly.

American Warranty sues former president

LOS ANGELES. — American Warranty Corp. has filed a lawsuit against its former president, Jerry R. Farrar, charging that Farrar drained an undisclosed amount of money from American Warranty and that he illegally took possession of top-secret actuarial reports, "which go to the heart of the extended vehicle service contract business and have a value of millions of dollars if exposed to any competitor."

D'Arcy drops Bendix account

BLOOMFIELD HILLS, Mich.—D'Arcy-MacManus & Masius has resigned the Bendix Corp. account after 37 years, citing Bendix's low level of advertising and its diversification, which kept D'Arcy from seeking various competitive accounts. The account was not profitable, D'Arcy said. Bendix will name a new agency by May 1.

Edsel Ford named to marketing post

DEARBORN.—Edsel B. Ford II has been appointed marketing plans manager - Ford Division. Ford served as assistant managing director, Ford Motor Co. of Australia, Ltd., from February, 1978, until December, 1980. Since returning to the U. S., he has been attending Harvard University.

See BREAKING NEWS, Page 39, Col. 1

Service Index declines after 2-month rally

By Francis J. Gawronski
Service Editor

New-car dealers' hopes for a sustained rally in service and parts business ended after only two months when shop volume in February failed to top the amount recorded in the corresponding month a year ago.

After showing advances in the two previous months, shop business, according to the Automotive News Service Index, declined in February to 96.5 percent of the volume done in February, 1980.

Service and parts business in December and January registered increases of 108.6 percent and 101.8 percent, respectively.

Only two of the five indicators used in the Service Index managed to record gains in February, and those gains were small.

Gross profit on labor, parts and P&A sales—the most important indicator from the dealers' viewpoint—was up a minute 0.5 percent from a year ago, while sales of all parts and accessories advanced 0.3 percent over the year-ago figure.

Repair orders written registered the sharpest decline—14.1 percent—followed by total labor sales (both customer - paid and warranty) which dipped 4.3 percent below the year-ago figure. Shop parts sales (those used in customer-paid and warranty repairs) were down 0.2 percent.

Figures used in the Service Index are compiled from monthly reports on service and parts business from dealers in all sections of the country.

For the first two months of the year, dealers' shop business amounted to 99.4 percent of the volume for the corresponding period a year ago.

Three of the five indicators showed gains from a year ago. Gross profit was up 6.2 percent, followed by sales of all parts and accessories, up 4.8 percent, and shop parts sales, up 1.9 percent.

Repair orders written were down 14.2 percent, and labor sales declined 3.6 percent.

SERVICE INDEX
96.5*

	Feb., '81 vs. Feb., '80	2 mos., '81 vs. 2 mos., '80
Gross Profit on All Labor and P&A Sales	+ 0.5%	+ 6.2%
Repair Orders Written	−14.1%	−14.2%
Total Labor Sales (Customer & Warranty)	− 4.3%	− 3.6%
Shop Parts Sales (Customer & Warranty)	− 0.2%	+ 1.9%
Sales of All P&A	+ 0.3%	+ 4.8%

*—Survey by Automotive News shows that dealers' service and parts business in Feb., 1981, was 96.5 percent of business in Feb., 1980. Service business in the two months of 1981 was 99.4 percent of business in the corresponding period in 1980.

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Dealers promise renewed fight

Revised used-car rule gets tentative approval

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — The FTC made a U-turn on its way to a used-car rule last week.

First, it rejected its controversial proposal for optional inspection of used cars by dealers and then tentatively accepted a proposal that would require used-car dealers to disclose warranties on 14 major systems of used vehicles and whether any defective components exist in the vehicle.

The major dealer bodies immediately labeled the change as still too intrusive and said they would also fight this latest twist in the controversy that has occupied the FTC for nearly eight years now.

Commissioner Michael Pertschuk, who favored the inspection approach, labeled the action "an acceleration in reverse," but others viewed it more as a bending to the political realities.

FTC regulations are now subject to veto by the Senate and what with the more conservative nature of that body it was only natural that an alternative to the controversial optional inspection plan be found, they said.

The latest proposal comes from Commissioner Patricia Bailey, an opponent of the optional inspection plan, but a proponent of doing something about a "history of deception and consumer injury in the sale of used cars."

• Her plan calls for a window sticker similar to that proposed under the optional inspection proposal, but instead of indicating whether certain items are "OK" or "NOT OK," it calls only for the dealer to say whether and for how long the major systems of the car are warranted.

The major systems are: Frame and body, engine, transmission and driveshaft, differential, cooling, electrical, fuel, accessories, brakes, steering, suspension, tires, wheels and exhaust.

Though the auto dealers might object to this approach, there is really very little they could do to stop it because such disclosures are already required under the Magnuson-Moss Warranty Act. Still, the dealers don't like the idea of a window sticker, any window sticker, on a used car and said they could take the matter to Congress.

Wendell Miller, president of NADA, said that is exactly what his organization would do if the FTC does not eliminate that portion of the revised proposal that calls on the dealer to disclose known defective components.

"Keeping that requirement could make handling older cars an impossibility for dealers," he said.

National Independent Automobile Dealers Assn. Executive Director Dan Ray echoed that sentiment and argued that retention of it would put his 7,000 dealers at a competitive disadvantage.

"We would never be able to do the kind of inspection this requirement would demand," he said.

• The dealers were not the only ones troubled by the "known defects disclosure" requirement, however.

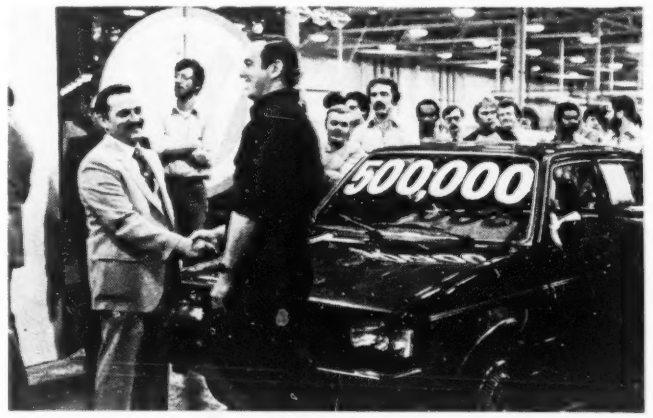
FTC Acting Chairman David Clanton and Commissioner Robert Pitofsky both said they were "not enthusiastic" about the disclosure requirement and particularly the proposed listing on the back of the sticker of an expanded list of defects that could exist in the major components of the vehicle.

Both men wanted the back page of the proposed sticker eliminated, but in the spirit of compromise agreed to have the FTC staff try to come up with a "narrowed" list of possible defects within a week and then to have the sticker consumer-tested for 30 days before taking final action on the whole proposal.

"I would like to keep this simple," Clanton said, "a one-page sticker requiring warranty disclosure and any known serious defects."

Should the FTC agree on this latest proposal, which could occur no sooner than 45 days from now, it is expected that stickers would be required on used cars by early 1982.

Dealers would be required to keep records for only two instead of three years, however, and the FTC would review the workings of the used-car rule within three years.



Multiplying just like Rabbits

Ray Lash, left, production supervisor for VW Westmoreland, congratulates the driver of the plant's 500,000th Rabbit, Russell Walters, after he drove the four-door hatchback off the final assembly line.

No hint of a spring boom

Sales retreat as rebates wind up

By Jenny L. King
Staff Writer

With most rebate and other customer incentive programs having concluded by April 4-5, domestic new-car sales for the early April period slipped back into the old recession-level rut with no hint of a spring selling boom.

April 1-10 new-car sales numbered 162,001, down 12.33 percent from 184,788 in 1980, and lowest for the period since the 128,865 sold in 1961. The daily selling rate averaged 18,000 down 12.33 percent from 20,532 in 1980. There were nine days in the period both this year and last. The best sales ever recorded for April 1-10 were 261,673 in 1971.

Chrysler Corp. reported another in its series of sales increases. It was joined by Ford Motor Co. which was up for the first time in two months. General Motors, Volkswagen of America and American Motors were all down.

Chrysler sales jumped 32.89 percent in early April, to 20,444 from 15,384 last year. Ford reported sales of 40,621 new cars, up 4.81 percent from 38,755. General Motors sales plunged 22.88 percent, to 94,023 from 121,921. VWoA was down 9.59 percent, to 3,913 from 4,328, and estimated sales of AMC cars were 3,000, down 31.82 percent from the previous year's estimated 4,400.

• GM slipped back to 58.04 percent of the domestic market from 65.98 percent last year. Ford increased its share to 25.07 percent from 20.97 percent. Chrysler captured 12.62 percent, up from 8.33 percent. VWoA edged ahead to 2.42 percent from 2.34 percent, and AMC dropped to 1.85 percent from 2.38 percent.

In the U. S. makes breakdown, Plymouth sales were up 69.24 percent from last year, Dodge sales climbed 33.11 percent, Cadillac was up 24.63 percent, Mercury was up 12.64 percent, Ford was up 4.39 percent and Buick was up 3.37 percent.

Chevrolet reported the greatest sales decline for the period, down 40.94 percent from 1980. Pontiac was down 27.32 percent, Lincoln was down 26.74 percent, Chrysler was down 24.69 percent, and Oldsmobile was down 7.83 percent.

The best-selling nameplate for the period was Chevrolet Malibu, at 9,883, followed by Ford Escort at 8,396, Oldsmobile Cutlass at 7,004, Buick Century at 6,510 and Chevrolet Chevette at 6,151. The year-ago top five were: Chevette, Citation, Malibu, Fairmont and Cutlass Supreme.

Year-to-date sales totaled 1,894,470, down 6.86 percent from 2,033,938 in 1980.

DOMESTIC SALES

	April 1-10, 1981	April 1-10, 1980
AMERICAN MOTORS	3,000†	4,400†
Chrysler	2,775	3,685
Imperial	163	—
Plymouth	9,056	5,351
Dodge	8,450	6,348
CHRYSLER CORP.	20,444	15,384
Ford	29,541	28,300
Mercury	9,784	8,686
Lincoln	1,296	1,769
FORD MOTOR	40,621	38,755
Buick	19,788	19,142
Cadillac	6,538	5,246
Chevrolet	33,512	56,743
Oldsmobile	21,469	23,293
Pontiac	12,716	17,497
GENERAL MOTORS	94,023	121,921
VOLKSWAGEN	3,913	4,328
INDUSTRY TOTAL	162,001	184,788

†—Estimate.

Congress gets 3 bills on passive restraints

WASHINGTON.—Capitol Hill, apparently not content with the Reagan Administration's one-year delay in the passive-restraint standard, has decided to strike out on its own with no less than three measures.

The proposals would either eliminate the requirement altogether, require all cars to meet the standard by the 1984 model year or require small cars to meet the requirement first.

Respectively, the measures were introduced by Reps. James Collins, Texas Republican; John Dingell, Michigan Democrat, and Elwood Hillis, Indiana Republican, and by Tim Wirth, Colorado Democrat.

Collins thinks the passive-restraint standard "is just another example of the government trying to provide individuals with more protection than they really need or want," and that the technology is both unproven and too expensive.

"I'd rather the government spent more money on getting people to buckle up, fix roadways and bridges, improve driver training and increase enforcement of drunken driving laws then enforce this 'nonsensical' regulation," he said.

Dingell and Hillis and 14 others think the current standard and the one-year delay proposed by the Administration is inherently unfair to the U. S. producers because they are the only makers building the larger cars that must meet the requirements first.

"By delaying the compliance date until the 1984 model, we put everyone on the same competitive ladder," they said. "We would also be saving the U. S. makers considerably more than the $31 to $43 million the Administration has estimated they will save by delaying the standard for one year.

• "We believe this measure will lay to rest once and for all the controversy over the passive-restraint standard," Dingell and Hillis said.

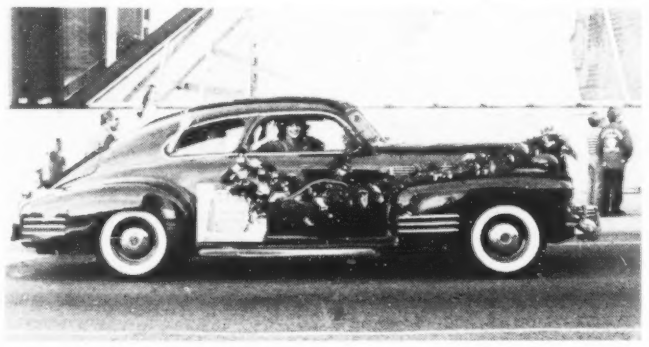
"It continues to mandate the increased safety provided by passive restraints while addressing the concerns and needs of domestic manufacturers. This legislation is the most sensible and reasonable approach to problems of passive restraints yet introduced."

Wirth, taking a different tack, thinks the government "owes it to consumers to act as quickly as possible to provide them the protection they are entitled to."

Citing government cost-benefit analysis indicating a $10 billion benefit to consumers over the 1982-85 time frame from passive-restraint standards, he argued that the smaller, more dangerous cars should have the devices installed first.

Similar to last year's proposal

Continued on Page 7, Col. 5



Flaunting of the Green

This flower-festooned 1941 Cadillac was provided by Highams Cadillac, Houston, as the Shamrock Hilton Hotel's entry in the 19th annual St. Patrick's Day Parade in Houston. The green car, which has some 61,000 miles on the odometer, was refurbished several years ago when Highams purchased it as a trade-in from its original owner.

GM to transfer Hawaii dealers to U. S. divisions

DETROIT.—Effective June 1, the marketing responsibility for General Motors dealers in Hawaii will be transferred from GM Overseas Distribution Corp. to the Chevrolet, Pontiac, Oldsmobile, Buick, Cadillac and GMC Truck & Coach divisions.

GM President F. James McDonald said, "The new organizational structure will increase the effectiveness of day-to-day sales and service operations of Hawaii dealers by placing them in closer and more direct contact with the vehicle divisions which supply their products."

The new arrangement will enable GM dealers in Hawaii to operate on the same basis as GM dealers in the other 49 states, McDonald added.

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56th year — No. 4858

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But it's still a problem at Big 3

Absenteeism declines as jobs become dearer

By Marjorie Sorge
Labor Editor

Absenteeism rates at the Big Three are falling as the workforce diminishes, but absenteeism still remains a thorn in the side of both the UAW and the auto makers.

Both union and company officials say the decrease in unexcused absences is due to the heavy layoffs in the industry. Cutting the workforce leaves employes with high seniority, and many observers feel they are more conscientious.

According to one Ford spokesman, the highest absenteeism rate was in 1977 when employment was high and many workers with only one or two years' seniority were on the job.

"Many of these young people were making more than they ever had in their lives," he said. "They wanted to spend it and took the days off to do it."

Today, the economic situation in the auto industry is shaky and workers are afraid of losing their jobs if they spend too much unexcused time away.

At General Motors, the unexcused absenteeism rate for 1980 dropped 1.5 percentage points from 5.7 in 1979 to 4.2. GM, however, keeps track of combined contractual and unexcused time off and a spokesman said that rose from 9.4 percent in 1979 to 9.6 percent in 1980.

During the 1979 contract negotiations, the workers were given 26 paid personal holidays over the three years of the agreement, compared with 12 during the previous contract. This increase would boost the total absenteeism rate.

Former GM chairman Thomas Murphy has said total absenteeism costs the company $1 billion a year. A company spokesman said that is based on 20 percent of the 400,000-member workforce being off the job on any given day.

"That's 80,000 people we really don't need but we must have them to take the place of those that are off," he said. "If you take benefit costs of about $7.25 an hour per person and multiply it by 2,000 hours a year, you'll get a little over $1 billion."

He said that figure doesn't take scrappage rate, quality loss or absences in the salaried workforce into account. Also, workers get time off for holidays and sick days.

• During the 1979 negotiations, George Morris, now-retired vice-president of industrial relations for GM, said the company was paying nearly $2,900 a year for the 391/2 working days each employe spent off the job in the 1976-1979 contract.

At Ford unexcused absences dropped one percentage point from 5.8 percent in 1979 to 4.8 percent in 1980.

While the company could not attach a dollar amount to its absenteeism rate, a Ford spokesman said the 1980 figure is a reduction of about 20 percent from the company's high of 6.0 percent in 1977 when the economy was flush and car sales were good.

Ford workers also get 26 PPH days during the current contract.

Chrysler also reported a decline in unexcused absences of 1.4 percentage points from 7.4

Continued on Page 35, Col. 1

BIG THREE ABSENTEEISM PERCENTAGES

	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980
Chrysler	6.1	6.1	6.6	8.1	7.7	6.8	7.4	8.0	7.8	7.4	6.0
Ford	5.3	5.2	5.2	5.7	5.5	5.1	5.0	6.0	5.9	5.8	4.8
General Motors*	6.3	5.9	5.8	6.4	6.4	6.0	6.4	7.9	9.8	5.7	4.2

*—General Motors absenteeism rates for 1977 and 1978 reflect paid personal holidays, five for the period. 1979 and 1980 are unexcused absences only.

Comparisons among the companies is not valid since each uses a different method of computing absenteeism.

American Motors would not release its absenteeism figures.

Executive from Talbot

Executive is a new model from Talbot in its 1510 series. It features an 88-HP 1.6-liter engine, plus power steering, electric door locks and a trip computer. The Executive goes from 0 to 60 MPH in 13.7 seconds and has a top speed over 100 MPH. Pontiac used the Executive name on a full-sized car from 1963 to 1968.

Ford and Chrysler refuse to follow GM increase

Big Three split on price issue

By John K. Teahen Jr.
Managing Editor

General Motors gave a price party and nobody came.

So GM has decided not to give any more such parties—at least not for a while.

In other words, GM has announced that it will not raise prices of its cars again during the balance of the 1981 model year. It will forego its usual July increase.

GM's statement was the latest move in a wacky 10-day period of price one-upmanship in the domestic auto industry.

It started when GM said it would boost car prices a towering average of $351 per car (3.5 percent) effective April 13. The increase was expected, but the amount was a shocker. Price analysts were startled, and NADA issued a sharp criticism of GM.

NADA called it "particularly ill-timed" and said, "This untimely price increase, coupled with the end of rebates, will extinguish the first flicker of serious sales activity which the new-car-and-truck market has seen in many months."

But the increase stayed. After all, GM has said, it needs the money. The accountants are still in control of the corporation, and accountants don't always consider the marketplace in their financial decisions.

GM undoubtedly felt that Ford and Chrysler would follow, so at least the criticism would be shared.

But Ford and Chrysler broke ranks. They didn't follow GM's lead as they usually do in pricing matters. Ford was first, announcing that it would not raise car and light-truck prices through the end of April.

Chrysler went a bit farther in its hold-the-line-for-now statement. It mentioned no date. Chrysler said that because of rising costs it would "obviously continue to consider the need for price relief. However, there will be no increase until absolutely necessary."

• So OK, GM, it's your move. Chairman Roger B. Smith made the move at a regional stockholders' forum in San Francisco last week.

He mentioned the success of the rebates in reducing dealer inventories, said that orders for future delivery continue to accelerate and added ". . . and I tell you today that General Motors will not increase prices again on 1981 models."

The next episode belongs to Ford and Chrysler. They'll probably make their next increases large enough so they can join GM in holding the line until the end of the model year.

In the 1981 model year, GM has had four price increases, adding up to an average of $914. The average price of the average-equipped GM car now is $10,200.

Ford has boosted stickers three times for a total of $563, and American Motors has had four hikes for a total of $670.

Chrysler is way behind with $274. It raised prices $295 at introduction time last fall. In January, Chrysler boosted some models, reduced others and added a lot of equipment, some of it at less than option prices. The net result, the company said, was an overall reduction of $21.

Volkswagen of America has stuck to its introductory prices on U. S.-built '81 Rabbits. The base model went up $500 last fall and others rose $615 to $630.

The imports, incidentally, haven't been immune to the '81 price fever. Toyota and Datsun, the two sales leaders, are up $738 and $779, respectively, since the end of the 1980 model year.

Shell chief says high stocks won't stop gas price hikes

DETROIT. — U. S. gasoline prices should rise "moderately" for the rest of the year due to a "glut" of oil stocks, Shell Oil Co. President John F. Bookout told a press conference last week.

The Shell chief executive officer told the press conference prior to a speech at the Economic Club of Detroit that a cost-price squeeze has caused oil industry profits for the first quarter of the year to continue the slide started in the fourth quarter last year.

"The cost of a barrel of crude has increased between $5.50 and $6 since December, and we have not been able to recover that in pricing," he said.

Bookout stopped short of predicting that gasoline prices would remain below $2 per gallon for the remainder of the year.

"Let's just say price increases should be moderate over the year," he said. "We don't see any shortages."

In his speech, Bookout called for more-cost-effective energy development programs, including the development and use of coal and nuclear energy sources.

He said that despite a forecast of real Gross National Product annual growth rate of 2.5 percent until 1990, he believes real energy reserves will need to grow at only about a one percent rate to support that economic growth because of the increases in conservation.

Bookout said a cost-effective program could keep energy costs at about 10 percent of GNP right into the 1990s and reduce total energy imports to about 10 percent of the total energy used.

He also said he believes energy capital spending must increase about 5 percent in real terms annually from the $80 billion which will be spent industry-wide this year.

Supra for superstar

Accepting keys to a 1981 Toyota Celica Supra is Oakland Raiders quarterback Jim Plunkett, right, recognized by Toyota as Most Valuable Player of the 1981 Super Bowl. Handing over the keys are Tony Cerrito, left, and Jack Hilleary, co-owners of Almaden Toyota, San Jose, Calif.

VWoA opens addition to parts depot

ENGLEWOOD CLIFFS, N. J. —Volkswagen of America marked the third anniversary of its first American assembly plant this month by opening a $10 million addition to its Central Parts Depot in Valley Forge, Pa.

The depot expansion includes parts warehousing and paint priming facilities. It opened three years to the day after the opening of Volkswagen Westmoreland.

Ulrich Fahrun, vice president, Corporate Parts Division, said the new facility "will provide the storage area and distribution efficiency necessary to assure supply continuity of parts for the U. S. Rabbit to our dealers and customers."

The Valley Forge Central Depot receives spare parts from more than 470 domestic and several overseas suppliers and channels them through 10 distributors and depots to VWoA franchised dealers in the U. S.

Additionally, it receives bare sheet metal stampings from the Volkswagen South Charleston (W. Va.) plant, Volkswagen de Mexico and VW Westmoreland for priming, packing and redistribution. The depot is also responsible for the supply of U.S. Rabbit parts to VW Canada and the Caribbean Islands and will shortly supply parts to VW Mexico.

The facility stores about 7,200 parts, representing an inventory value of $42 million. The paint operations will process about 240,000 parts yearly.

Congress gets three measures on restraints

Continued from Page 3

to reverse the passive-restraint order of compliance but without the requirement that certain makers tool for air bags, the Wirth proposal also would put the U. S. and foreign makers on equal competitive footing when it comes to passive restraints.

"I am concerned that a delay in the standard will only exacerbate the economic troubles of the American auto industry by encouraging them to defer safety improvements while their foreign competitors gain the edge once again by offering increased safety features," Wirth said.

Wirth, who heads the House Telecommunications and Consumer Protection subcommittee, said he will hold hearings beginning April 27 on all three passive-restraint bills introduced in the House.

Rolls-Royce sees record U.S. sales

WASHINGTON—Record sales of 1,300 Rolls-Royce and Bentley cars are projected for the U. S. this year, according to George R. Fenn, chief executive of Rolls-Royce Motors.

Fenn was in Washington for a preview of the new Rolls-Royce models, the $109,000 Silver Spirit and the $117,000 Silver Spur. He noted that the U. S. is his company's most important export market and said the response from dealers and customers to the new models has been all the more remarkable in light of the condition of the auto industry.

Rebates, incentives sweetened for dealers, buyers

Chrysler is paying big on Imperial

By Joseph Bohn
Marketing Editor

Chrysler Corp. is continuing to push its flagship Imperial line, with additional rebates, direct-mail and advertising support.

As previously reported, from April 5 to May 31, Chrysler is giving $1,800 rebates to buyers of '81 Imperials. It is also giving $300 cash incentives to salespersons during the same period for each retail sale or lease (fleet excluded).

Chrysler has sweetened this offer with a special demonstrator purchase allowance program. Dealers may order up to four Imperials during April 10 May 10 for demonstration purchases, and these cars will have $1,000 deducted from the dealer's invoice.

If the dealer sells the demo, it also qualifies for the $1,800 rebate. Units must be ordered fresh, however. They cannot be taken out of stock.

There is also an Imperial VIP direct-mail program, starting May 1, whereby 400,000 prospects are invited to visit an Imperial showroom. They receive a choice one of three prestigious Cartier crystal gifts for doing so.

In this direct-mail piece, there is a certificate good for $1,800 off the purchase price of an Imperial until June 30, 1981. Essentially, the mail piece extends the $1,800 rebate for one month longer than the normal rebate to these prospects.

Prizes and rebates are fully funded by the factory.

• Included in the direct-mail piece—and providing the focus for Chrysler advertising in the Wall Street Journal and selected newspapers in major metro markets—is Imperial's win over Eldorado and Mark VI in a Consumer Testing Institute comparison study.

Chrysler also has an Imperial referral program, effective May 1, 1981, whereby all retail purchasers or lessees of Imperials receive an "appreciation certificate." They receive $1,000, if they refer a friend, relative or acquaintance to a dealership and the referral results in a sale or lease.

If the referred person buys a car, he could receive $1,800. If he bought a demo, it would still give the dealer $1,000 and Chrysler woud also pay the referral premium of $1,000.

Chrysler is also pushing the notion of having non-Imperial Chrysler - Plymouth and Dodge dealers drive an Imperial as their personal car to add to its exposure.

The company is giving non-Imperial C-P and Dodge dealers who take delivery of an Imperial from April 5 to May 31 an $1,800 purchase allowance.

Chrysler's ad campaign on Imperial runs from April 15 to May 31.

The company is holding dealer and zone meetings this week to go over its program with groups around the country.

Kenyon & Eckhardt is the agency.

Used car sales
Auction Averages

April to Date	$4,068
Month ago	$4,141
Year ago	$3,091

Model breakdown
Auction Averages

	April To Date	March	February
1981	$8,300	$8,432	$7,138
1980	5,881	5,696	5,704
1979	4,770	5,001	4,773
1978	3,710	3,681	3,705
1977	2,905	2,888	2,997
1976	2,145	2,226	2,265
1975	1,572	1,525	1,663
1974	1,360	1,347	1,205
Overall Average	$4,068	$4,076	$4,076

Gas Mileage Guide now in second edition

WASHINGTON. — The Department of Energy has made available the second edition of its 1981 Gas Mileage Guide.

EPA regulations state that auto dealers must make the booklet available to customers as soon as they receive them, but not more than 15 days after availability of the booklets is announced.

Number one with Datsun

Steve Cerrito, center, and Roy Cerrito, right, owners of San Jose Datsun in San Jose, Calif., are presented with the Nissan U.S.A. award for the top-volume Datsun dealer in the country for 1980 by Bob Evans, San Francisco regional sales manager. San Jose Datsun recorded 4,904 sales for the year, the highest ever by a Datsun dealer in the U. S.

used-car auction directory

Display Rates: $53.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $13.50; 13-times, $11.50; 26-times, $10.00; 52-times, $9.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

FLORIDA

OUR 2nd ANNUAL
24 HOUR MARATHON SALE
Wednesday, May 13, 1981

OVER 5,000 CARS
promises to make this sale
The Greatest in Auction History!
FREE FOOD • BEVERAGES • PRIZES
• 3 Datsuns will be given away

LAKELAND AUTO AUCTION
(in cooperation with Florida Independent Auto Dealers Association)
STATE ROAD 33 and I-4 • LAKELAND, FL • 813/984-1551
"You're Right, Lakeland Has It All"

CALIFORNIA

ARNIE ADDISON'S
BAY CITIES AUTO AUCTION
SINCE 1970
SINCE 1970 SERVING THE AUTOMOBILE COMMUNITY
Over 1,300 Cars Each Week & Still Growing!
LOCATED IN THE SAN FRANCISCO BAY AREA
WE SELL FOR DEALERS, BANKS, LEASE COMPANIES
20 ACRES OF AMERICA'S MOST MODERN FACILITIES
(415)651-3800
48531 WarmSprings Blvd. Fremont, Ca. 94538
"THE AUTO AUCTION OF THE 80's!!"

INDIANA

MID STATES AUTO AUCTION
25784 Western Ave.
South Bend, Indiana
Sale every Wednesday 6 P.M. and every Friday 12:00 Noon. PERSONAL ATTENTION given in the handling of vehicles for Fleet Operators and Leasing Firms. Phone 219-289-7767.

ALABAMA

The Auto Auction for Lease Cars. Fleet & Truck disposal in Al., Fla., Ga., Ms., & La. A quality auction for 25 yrs. Member NAAA. C. Manley, Dothan, Al., 205/792-1115.

NEW JERSEY

SKYLINE AUTO AUCTION
100 Route 46, Fairfield, N. J. 07006
(201) 227-[illegible]00
4 LANE SELLING EVERY TUESDAY!
At 11:00 A.M. licensed new & used car dealers from all surrounding states are invited & welcome to buy & sell. We sell for the country's leading leasing companies, national fleets. New Jersey Bell and Ford Motor Credit Company. No house cars.

COLORADO

Denver Auto Auction, 4285 South Santa Fe, Englewood, Colorado 80110. Sale every Friday, 303-761-1410, 303-761-1459.

CALIFORNIA

Oakland Auto Auction, 10121 E. 14 Oakland 3, NE 6-0621. Complete service out-of-state lease, fleet accounts. Fred Boardman.

NEW YORK

Tri-State Auto Auction, Cicero, N.Y. Sale every Weds., 6:30 p.m. Just No. of Syracuse, Rte. 81, Ex. 30. 3 action packed lanes. 500 cars each wk. 1-314-699-2792.

NEW MEXICO

Greater Albuquerque Auto Auction — New Mexico's only dealer auction. Sale every Thurs., 12:00 Member NAAA & WAAA. 8815 Second St., N.W., 505-898-9540.

OHIO

Wednesday Auto Auction. Exit 49 on I-270, Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, S. C.

WASHINGTON

Bob McConkey & Sons. So. Seattle Auto Auction, the Lease Specialist. 206-872-6800, P.O. Box 5189, Kent, WA 98031.

MINNESOTA

WEDNESDAY 11:00
Large consignment, 3 ring selling. Complete recon facilities. Arrange pickup anywhere.
Minneapolis Auto Auction
1125 Nathan Lane, Minneapolis, Minn. 55441
612-546-2403

AUCTION SCHOOL

Be An Auctioneer—Write for information. Mendenhall School of Auctioneering, U.S. Hwy. 29-70 (I-85) High Point, N. C. 27263.

ARIZONA

Southwest Auto Auction. Lease and fleet accounts welcome. Member NAAA and NAFA. 3420 South 48th Street, Phoenix, 602-894-2211.

OHIO

"the Tuesday sale"
3905 Jackson Pike
Columbus, Ohio
ohio auto auction inc.
Henry M. Stanley, Jr., Owner
Regular Sale every Tuesday at 12:00 Noon
200 Lease and As Is following Regular Sale
For Reserved Numbers, Motel Reservations, or Airport Pickup, Call OHIO AUTO AUCTION
(614) 871-2771

MICHIGAN

AMC FACTORY AUCTION SALE
THE WORLD'S LARGEST SELECTION OF AMC FACTORY DIRECT ZONE OFFICE UNITS
TUESDAY SALE DATE APRIL 28 11 A.M.
Low Mileage — Executive Units
Wagoneers - Cherokees - CJ-5 - CJ-7 - J10 - J20
Laredos - Limited - Golden Eagles
Spirits - Concords - Eagles - Pacers - AMX's
Driver and Transport Service Available
Free Airport Pickup Service Anytime
AUCTION SALE EVERY TUESDAY, 10:00 A. M.
APTCO AUTO AUCTION (North)
20911 GLADWIN, TAYLOR, MICH. 48180 313-285-7300
World's Factory Direct Headquarters — Sale Open to All Auto Dealers

Cases reported near paint and vinyl complex

Ford denies cancer tie near plants

By Kathleen Hamilton
News Editor

DETROIT.—Six incidences of cancer, including three cancer-related deaths, and two incidences of birth defects during a period of nine years have been reported in six households near the Ford Motor Co. vinyl-and-paint-plants complex in the Detroit suburb of Mt. Clemens.

The cancers were reported in a copyrighted article in the Detroit News. A Ford spokesman said the company is examining the documentation, but believes the company is not responsible and questioned whether the cancer rate was indeed high.

Residents have complained of the fumes and particulates from the plant.

A spokesman from the state's Air Quality Division of the Department of Natural Resources (DNR) said there have been no citations against the Ford plant's emissions for at least the last five years. It plans no studies at this time on the Ford plants.

The DNR does have on file five toxic chemical spills since 1968 originating at the plant.

These included PCB (a carcinogen), tetrahydrofuran, butyl alcohol, methyl-ethyl ketone and, most recently, in 1979, cathodic e-coat resin.

A DNR spokesman said Ford funded the DNR-supervised cleanups of the spills.

But in an August, 1980, DNR study, high levels of lead and PCB—both carcinogenic—were found in the sediment of a drain immediately downstream of the Ford plants. The drain is north of the Ford plant; the reported cancer victims were south of the plant.

A DNR spokesman said recommendations cited in the study of the drain were "not too high."

Both state and Ford officials said the pollutants may date back a number of years. The plants have been in operation since 1958.

Alberti signs with Cadillac

John Alberti, right center, signs his franchise agreement to become a Cadillac/Oldsmobile dealer in Falmouth, Me. Present at the occasion are, from left: Joe Fetzer, Boston zone manager for Cadillac; Mark Rosenstock, Oldsmobile dealer and investor in the Falmouth dealership; Alberti, and Roger Forbush, Northeast regional manager.

Absenteeism falls in plants as jobs become dearer

Continued from Page 7

percent in 1979 to 6.0 percent in 1980.

Chrysler workers here negotiated away their PPH days in the two rounds of contract bargaining which gave Chrysler over $1 billion in concessions. U. S. workers lost all but three of the original 20 PPH days negotiated in the 1979 contract. When the federal Loan Guarantee Board told the union and the company to make more cuts earlier this year, the workers lost those three days and the Canadian workers forfeited all 19 of theirs. It was estimated that eliminating the PPH days in this year's bargaining session saved Chrysler $52 million.

It must be remembered that the reported absenteeism figures of the Big Three cannot be compared because each company computes its figures in a different way.

The average worker at Ford and GM gets 13 holidays, 9 PPH, one week paid absence allowances (PAA) and one to four weeks vacation, depending on seniority. Chrysler workers get the same, except for the PPH days.

Mitsubishi eyes joint U. S. output with Chrysler

Continued from Page 2

convertible and a sports car. The front-drive convertible, to be fabricated by an outside firm, is expected to appear as an '82½ model.

The sports car is slated for '83½ introduction. For 1982, the company intends to introduce a new luxury mid-sized car which is smaller and will have an estimated fuel efficiency of 25 MPG city and 41 highway.

A new pickup will be introduced based on the Omni/Horizon chassis, and there will also be a new Chrysler Town and Country wagon.

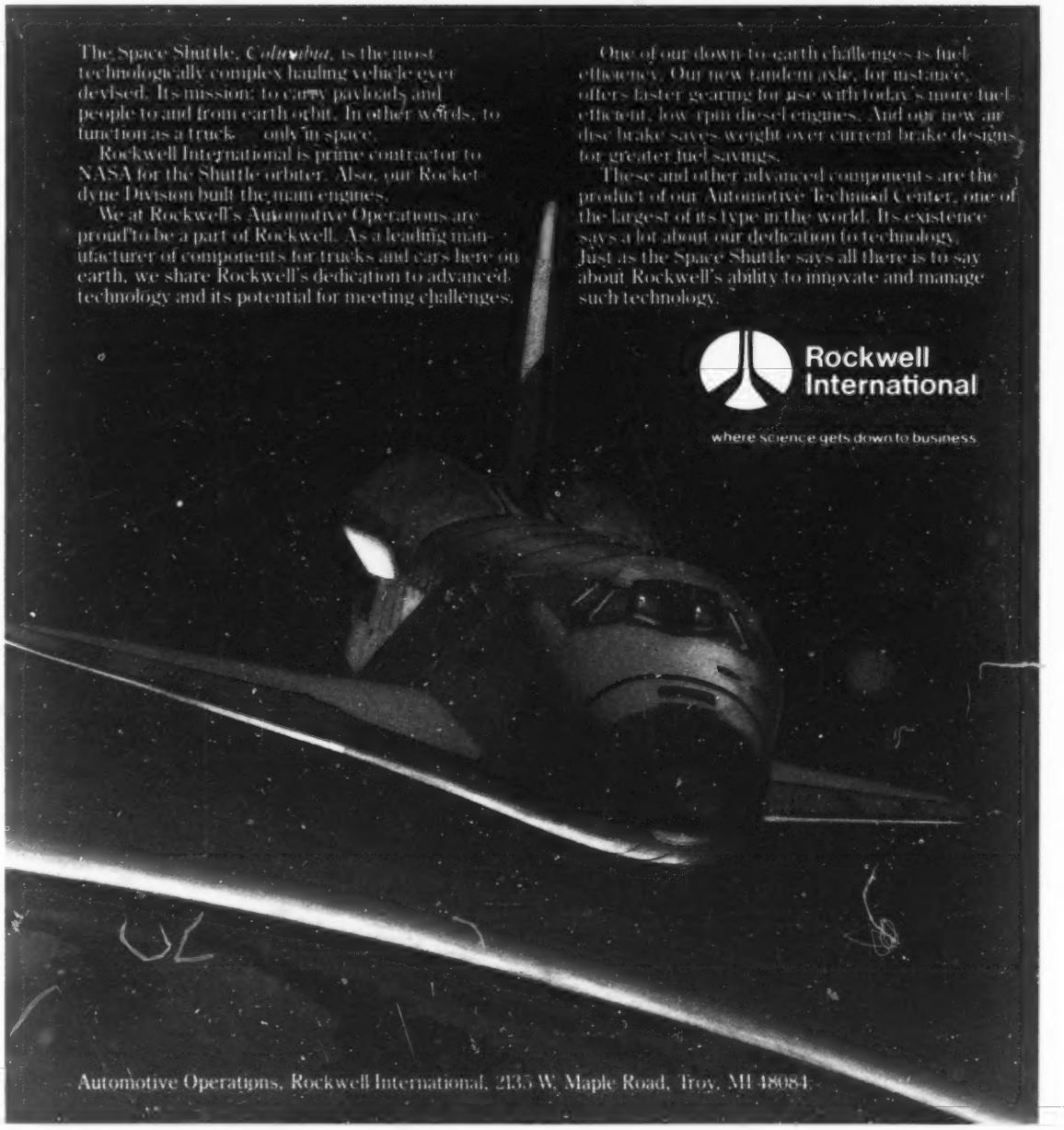
As for powerplants, Chrysler is concentrating on four-cylinder gasoline engines, as well as four and five-cylinder diesels and turbo diesels. In a few years, Pyle said, there will be no eight cylinder offerings and no six-cylinder offerings. By 1984, the entire lineup will be front-wheel drive.

As for the five-cylinder diesels, Pyle said these were being supplied by PSA Peugeot, the French auto maker that bought out Chrysler's European operations two years ago.

Dealership to move

BANGOR, Pa. — Slate Belt Buick, established here in 1952, plans to move to nearby Wind Gap, Pa., in May.

Ride the Rockwell Line.
It's a direct line to the company that built the Space Shuttle.


The Space Shuttle, Columbia, is the most technologically complex hauling vehicle ever devised. Its mission: to carry payloads and people to and from earth orbit. In other words, to function as a truck — only in space.
Rockwell International is prime contractor to NASA for the Shuttle orbiter. Also, our Rocketdyne Division built the main engines.
We at Rockwell's Automotive Operations are proud to be a part of Rockwell. As a leading manufacturer of components for trucks and cars here on earth, we share Rockwell's dedication to advanced technology and its potential for meeting challenges.
One of our down-to-earth challenges is fuel efficiency. Our new tandem axle, for instance, offers faster gearing for use with today's more fuel-efficient, low-rpm diesel engines. And our new air disc brake saves weight over current brake designs for greater fuel savings.
These and other advanced components are the product of our Automotive Technical Center, one of the largest of its type in the world. Its existence says a lot about our dedication to technology. Just as the Space Shuttle says all there is to say about Rockwell's ability to innovate and manage such technology.
Rockwell International
where science gets down to business.
Automotive Operations, Rockwell International, 2135 W. Maple Road, Troy, MI 48084

122,485 cars scheduled in 4-day week

Auto production feels holiday pinch

By Patricia Hoffman
Staff Writer

Due to the shortened work week because of the Good Friday holiday, U. S. auto production last week fell below the previous week's output and the comparable 1980 week's total.

Auto production last week was slated at 122,485 units, a drop of 17.45 percent from the 148,375 cars completed in the previous week, and down 9.22 percent from 134,932 assembled in the comparable week last year.

So far this year the auto makers have completed 1,932,162 units, down 10.11 percent from the 2,149,547 cars built through April 19 last year.

Breakdown for last week by company is: General Motors, 61.35 percent; Ford Motor, 22.18 percent; Chrysler, 11.88 percent; Volkswagen of America, 2.72 percent, and American Motors, 1.87 percent.

As previously reported, Checker Motors will be closed until May 4.

Operations resumed last week at GM Cadillac assembly plant in Detroit after a fire in the painting facility halted production of the full-sized Cadillac on Tuesday, April 7.

Only one of the plant's two shifts was scheduled to work that week due to inventory adjustments. The single shift had completed a full day of assembly on Monday, April 6, but worked only one hour on Tuesday before the fire broke out at 7 a.m. Both shifts resumed operations last Monday (April 13).

Due to lagging sales of Cadillacs, there was no overtime scheduled last week to make up for loss in output because of the fire.

Assembly of the Cadillac Cimarron, scheduled to begin the week of April 6, was postponed until April 13. Thirty-nine units were scheduled last week.

There was no Saturday overtime in the industry last week due to the holiday.

Overtime is slated this week at Chrysler's Newark, Belvidere and St. Louis assembly plants which will operate nine-hour shifts beginning today (April 20).

Also at Chrysler, the Jefferson assembly point will increase its daily output of K-cars by 20 percent by the end of April.

All Ford and Chrysler assembly points will be operating this week.

General Motors has scheduled downtime this week at two plants.

GM's Janesville assembly point and one shift at GM's Cadillac plant will be down for one week beginning today.

Truck production reduced but it exceeds last year

Despite the shortened holiday week, U. S. truck production last week jumped 82.52 percent over the comparable 1980 week's total. The low total last year was due to downtime at three truck plants and production cuts at two General Motors facilities.

Planned truck output for the four-day week last week was 35,259 units, down 16.50 percent from the 42,228 trucks completed in the previous week, but up from the 19,318 assembled in the comparable 1980 week.

GM's Flint assembly plant (light-duty Chevrolet and GMC trucks) will reduce production from two shifts at 50 trucks per hour to one shift at 50 per hour beginning today (April 20). An estimated 1,500 people are being placed on indefinite layoff.

GM said its new Shreveport (La.) truck point has been completed and training for the plant's assembly workers has begun. However, production will not begin until the '82 model year. No exact date has been set.

General Motors has scheduled downtime this week at three truck plants.

The Chevrolet Flint point, Lines One and Two, will be down starting today. Line Two will remain idle the week of April 27.

GMAD's St. Louis point will be down for one week, and the Lordstown van point will be down for two weeks.

breaking news

Continued from Page 1

Renault buys half of Peugeot Truck

PARIS.—Renault Industrial Vehicles has bought a half-share in the commercial vehicle operations of its rival Peugeot group. The surprise move stems from French Government pressure. It will concentrate the country's truck-making business in one group. Peugeot's Dodge Truck interests were acquired when it took over Chrysler-Europe in 1978.

First DeLoreans enroute

BELFAST. — The first boatload of about 400 gull-wing DeLorean sports cars was loaded and ready to sail with the tide Easter Sunday for the port of Long Beach, Calif. Travel time is expected to be four weeks. A second ship is due to sail in two weeks for DeLorean Motor Co.'s east coast port at Wilmington, Del., timed to arrive at about the same time as the West Coast ship.

TRUCK PRODUCTION IN U. S.†

	Week Ended April 18, 1981	Week Ended April 19, 1980	Week Ended April 11, 1981	April to Date	Jan. 1, to April 19, 1980	Jan. 1, to April 18, 1981
CHEVROLET	12,271	7,180	16,174	33,930	189,159	183,167
DODGE/PLYMOUTH	1,700	1,250	2,192	4,935	44,248	23,355
FORD	12,020	4,808	13,603	33,925	206,000	182,002
GMC	3,256	3,460	4,093	9,305	53,516	63,091
INTERNATIONAL	1,690	.....	1,713	4,419	.....	23,740
VOLKSWAGEN	832	687	1,013	2,474	8,545	14,082
MACK	.....	620	.....	.....	9,453	.....
JEEP	2,000*	.....	2,000*	5,020*	26,180*	27,386*
AMC CORP.	90*	284*	90*	231*	2,963*	1,285*
WHITE	.....	129	.....	.....	2,480	.....
MISCELLANEOUS	1,400*	900*	1,350*	3,470*	13,260*	17,250*
Total Trucks, U. S.	35,259	19,318	42,228	97,709	555,804	535,358

CANADIAN TRUCK PRODUCTION

	Week Ended April 18, 1981	Week Ended April 19, 1980	Week Ended April 11, 1981	April to Date	Jan. 1, to April 19, 1980	Jan. 1, to April 18, 1981
CHRYSLER CORP.	1,472	920	1,797	4,277	11,063	19,691
FORD MOTOR	3,320	3,184	3,472	9,068	60,734	52,420
GENERAL MOTORS	5,312	6,070	2,999	12,183	88,984	91,892
AMERICAN MOTORS	.....	.....	.....	.....	8,479	.....
INTERNATIONAL	245	290	248	641	3,992	3,831
MACK	.....	60	.....	.....	932	.....
WHITE	.....	65	.....	.....	976	.....
Total Trucks, Canada	10,349	10,589	8,516	26,169	175,160	167,834
N. American Trucks	45,608	29,907	50,744	123,878	730,964	703,192

†—Now includes window van production. *—Estimated.
Jeep includes commercial vehicles only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended April 18, 1981	Week Ended April 19, 1980	Week Ended April 11, 1981	April to Date	Jan. 1, to April 19, 1980	Jan. 1, to April 18, 1981
AMERICAN MOTORS	2,300*	2,978*	2,200*	5,880*	59,090*	30,654*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	14,550	10,380	19,899	46,393	197,021	238,721
Plymouth Total	7,400	5,380	9,791	22,897	90,510	118,237
Horizon	3,200	3,275	4,555	9,774	49,635	44,023
Reliant	4,100	.....	4,974	12,061	.....	65,052
Volare	.....	2,075	.....	.....	32,502	.....
Caravelle	100	30	262	496	1,314	1,714
Gran Fury	.....	.....	.....	566	7,059	7,448
Chrysler Total	1,000	350	1,764	3,619	25,218	19,092
LeBaron	1,000	350	1,764	3,474	19,220	14,230
Chrysler	.....	.....	.....	145	5,998	4,862
Dodge Total	6,150	4,650	8,344	19,877	81,301	101,392
Omni	2,000	2,800	3,167	7,085	44,543	33,524
Aspen	.....	1,625	.....	.....	22,832	.....
Aries	3,400	.....	4,246	10,148	.....	52,959
Diplomat	750	225	931	2,308	8,244	11,227
St. Regis	.....	.....	.....	336	5,682	3,682
FORD MOTOR	27,165	30,646	32,813	79,227	426,196	404,721
Ford Division	18,807	22,848	22,570	55,038	309,125	281,225
Escort	5,348	.....	6,781	17,068	.....	118,448
Pinto	.....	3,423	.....	.....	28,392	.....
Fairmont	4,337	6,480	5,588	12,715	84,272	55,806
Must./Must. II	3,474	5,750	3,153	9,418	84,653	41,516
Granada	2,437	3,237	3,041	6,387	26,054	21,333
Thunderbird	1,846	3,958	2,287	5,337	53,078	19,065
Ford	1,365	.....	1,720	4,113	32,676	25,057
L-M Division	8,358	7,798	10,243	24,189	117,071	123,472
Mercury Total	7,047	6,374	8,599	20,316	103,973	105,896
Bobcat	.....	598	.....	.....	6,382	.....
Lynx	2,004	.....	2,539	6,312	.....	40,640
Capri	1,153	2,223	1,065	2,954	25,123	12,270
Zephyr	1,088	2,148	1,392	3,064	27,667	15,407
Cougar/Monarch	1,031	1,405	1,310	2,794	8,033	10,023
XR-7	731	.....	916	1,984	17,678	7,861
Mercury	1,040	.....	1,377	3,208	19,090	19,695
Lincoln Total	1,311	1,424	1,644	3,873	13,098	17,600
Lincoln	654	575	821	1,934	4,809	8,348
Mark VI	657	690	823	1,939	6,855	9,252
Versailles	.....	159	.....	.....	1,434	.....
GENERAL MOTORS	75,142	86,934	89,338	222,363	1,405,622	1,199,644
Buick Division	16,737	17,632	21,648	50,966	277,271	283,550
Skylark	3,950	4,402	5,423	13,010	73,241	78,706
Century	3,739	4,372	4,592	10,939	57,412	57,044
Regal	5,403	5,348	6,652	15,512	70,532	78,933
Buick	2,565	3,510	3,748	8,465	58,385	50,907
Riviera	1,080	.....	1,233	3,040	17,701	17,960
Cadillac Division	5,124	2,140	2,780	11,795	80,039	89,201
Cimarron	39	.....	.....	39	.....	39
Seville	611	.....	740	1,785	14,904	9,749
Eldorado	1,059	.....	1,553	3,525	20,274	20,307
Cadillac	3,415	2,140	487	6,446	44,861	59,106
Chevrolet Division	26,105	33,720	29,940	75,934	583,551	420,687
Chevette	5,530	9,315	8,723	18,781	143,905	92,693
Cavalier	753	.....	287	1,083	.....	1,161
Monza ('80)	.....	3,735	.....	.....	50,302	.....
Camaro	2,470	1,530	3,132	7,433	42,662	39,587
Citation	6,111	9,150	9,011	20,541	148,297	109,179
Malibu	4,379	6,820	5,327	12,942	88,427	76,517
Monte Carlo	2,702	2,370	3,060	7,474	42,984	39,508
Chevrolet	3,840	.....	.....	6,720	52,055	51,574
Corvette	320	800	400	960	14,919	10,468
Oldsmobile Division	17,583	20,076	22,473	54,372	267,441	283,671
Omega	2,547	2,288	3,199	8,626	38,591	47,310
Cutlass	9,267	11,418	11,081	26,620	124,327	132,885
Oldsmobile	4,776	6,370	7,031	16,142	88,881	88,224
Toronado	993	.....	1,162	2,984	15,642	15,252
Pontiac Division	9,593	12,466	12,497	29,296	197,320	122,535
Acadian†	695	665	916	2,028	7,804	7,392
J2000	772	.....	449	1,513	.....	1,916
Sunbird ('80)	.....	2,885	.....	.....	46,903	.....
T1000	1,787	.....	2,711	6,078	.....	12,572
Firebird	796	870	983	2,422	31,173	15,399
Phoenix	1,991	2,936	2,899	6,549	41,969	35,444
Grand Prix	1,920	1,745	2,441	5,817	22,311	28,026
LeMans	1,248	1,965	1,589	3,777	18,950	17,099
Pontiac	384	1,400	509	1,112	28,210	4,687
VOLKSWAGEN	3,328	4,809	4,125	9,997	60,629	57,789
CHECKER	.....	85*	.....	30*	989	633*
Total Cars, U. S.	122,485	134,932	148,375	363,890	2,149,547	1,932,162

CANADIAN CAR PRODUCTION

	Week Ended April 18, 1981	Week Ended April 19, 1980	Week Ended April 11, 1981	April to Date	Jan. 1, to April 19, 1980	Jan. 1, to April 18, 1981
AMERICAN MOTORS	600	.....	725	1,759	.....	9,132
CHRYSLER CORP.	1,440	.....	.....	1,440	23,001	6,796
FORD MOTOR	5,280	5,422	6,715	15,903	74,168	49,774
GENERAL MOTORS	10,420	12,160	13,382	31,624	170,521	166,357
VOLVO	225	225	225	585	3,475	3,251
Total Cars, Canada	17,965	17,807	21,047	51,311	271,165	235,310
N. American Cars	140,450	152,739	169,422	415,201	2,420,712	2,167,472
N. American Trucks	45,608	29,907	50,744	123,878	730,964	703,192
North American Cars and Trucks	186,058	826,646	220,166	539,079	3,151,676	2,870,664

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

Canadian output of cars slips in holiday week

Canadian auto production declined last week due to the shortened holiday work week, but Canadian truck assembly pulled ahead of the previous week's total as a result of the reopening of General Motors' Oshawa truck facility.

The four days of auto production last week was planned at 17,965 units, a drop of 14.64 percent from the 21,047 cars completed during five days of assembly the previous week, but output stayed above the comparable 1980 week's total of 17,807.

So far this year, the auto makers have completed 235,310 units, a drop of 13.22 percent from the 271,165 cars assembled in the comparable period last year.

Truck production last week was slated at 10,349 units, up 21.52 percent from the 8,516 trucks completed in the previous week but down 2.27 percent from the 10,589 units built in the comparable week last year.

Year-to-date, the truck makers have completed 167,834 trucks, a drop of 4.18 percent from 175,160 at this point in 1980.

The GM Oshawa truck point resumed operations April 13, after one week of downtime.

Also at GM, the Scarborough (Ont.) van plant will decrease its line speed, beginning today (April 20) from 26 vans an hour on two shifts to 23 vans an hour also on two shifts.

Chrysler's Windsor Pillette truck point will increase its line speed from 368 per day to 400 per day on two eight-hour shifts, effective today. This will be maximum production for that facility.

All the Canadian car and truck plants scheduled no downtime for the shortened holiday week last week, and there is no downtime slated for this week.